



THE BUYERS GUIDE

What Every Home Buyer Should Know Before Purchasing Property

LEAP
REAL ESTATE



THE

BUYERS GUIDE

RESIDENTIAL PURCHASES IN SOUTH AFRICA

**We hope you find this guide helpful and
informative.**

If you would like to explore any aspect of this guide in
more detail, we welcome the opportunity to assist.



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Leanda Prinsloo



LETTER FROM THE FOUNDER

Thank you for considering LEAP Real Estate to assist with your property journey.

With more than 30 years of experience in real estate, I understand that purchasing a property is one of the most important financial decisions many people will make. Whether you are buying your first home, upgrading to accommodate a growing family, downsizing, relocating, or investing in property, our goal is to guide you through the process with professional advice, local market knowledge, and ongoing support every step of the way.

This guide outlines how we assist buyers throughout the purchasing process, from understanding affordability and obtaining pre-approval through LEAP Home Loans to finding the right property, negotiating an offer, and navigating the transfer process through to registration.

Warm regards,

A stylized, handwritten signature in grey ink, appearing to read "Leanda Prinsloo".

Leanda Prinsloo

Founder & Master Practitioner in Real Estate (MPRE)

How We Help Buyers Find and Secure Property in Gqeberha

Buying a property is one of the most significant financial decisions many people will make. Whether you are purchasing your first home, upgrading to a larger property, downsizing, or investing, the process involves far more than simply finding a property you like.

From understanding your budget and securing finance to viewing properties, negotiating offers, and navigating the transfer process, there are many important steps along the way. Having the right guidance can make the experience more straightforward and help you make informed decisions with confidence.

At LEAP Real Estate, we assist buyers throughout the entire property journey. This guide explains how our process works and how we help buyers move from their initial property search to taking ownership of their new home.

01 UNDERSTANDING YOUR BUDGET

Before beginning a property search, it is important to understand what you can comfortably afford.

One of the first steps we recommend is obtaining a bond pre-approval through LEAP Home Loans. A pre-approval provides an indication of your purchasing power based on your financial profile and helps you focus on properties within an appropriate price range.

Pre-approval also demonstrates to sellers that you are a serious buyer and can place you in a stronger position when making an offer. In competitive market conditions, buyers who have already completed this step are often able to move more quickly when the right property becomes available.

Starting with a clear understanding of your budget helps create a smoother and more efficient buying experience.

[GET PRE-APPROVED](#)



02

FINDING THE RIGHT PROPERTY TO BUY

Every buyer has different priorities, goals, and lifestyle requirements.

Our role is to help you identify properties that align with your needs, whether you are looking for a family home, a secure lock-up-and-go property, a retirement option, or an investment opportunity. We take the time to understand your preferences and provide guidance on suitable areas, property types, and market conditions.

We also help buyers evaluate properties objectively by considering factors such as location, future resale potential, security, amenities, and overall value.

Finding the right property is about more than what appeals to you today. It is about selecting a property that supports your long-term goals.





03 VIEWING AND EVALUATING PROPERTIES

Property viewings provide an opportunity to explore homes in greater detail and determine whether they meet your requirements.

During the viewing process, we assist buyers by providing information about the property, answering questions, and highlighting factors that may influence your decision-making process. We encourage buyers to take the time to assess both the property itself and the surrounding area.

Our goal is to ensure you have access to the information you need to make informed decisions rather than feeling pressured to act before you are ready.

The right property should meet your needs, align with your budget, and support your long-term goals before moving forward to the next stage.

04 HOW TO MAKE A STRONG OFFER

Once you have found a property that meets your needs, the next step is submitting an offer to purchase.

A strong offer is about more than simply the purchase price. Factors such as bond pre-approval, deposit arrangements, occupation dates, and the conditions attached to the offer can all influence how attractive it is to a seller. Buyers who are prepared and financially ready often place themselves in a stronger position during negotiations.

We guide buyers through the offer process and explain the various terms and conditions that may form part of the agreement. Our role is to help you structure an offer that is both competitive and aligned with your financial circumstances.

Making an offer can feel intimidating, particularly for first-time buyers. We ensure you understand the process, your obligations, and the implications of the agreement before signing, helping you make informed decisions throughout the transaction.





05

NEGOTIATION AND AGREEMENT

Property transactions often involve negotiation between buyer and seller before an agreement is reached.

We act as a professional intermediary throughout the negotiation process, facilitating communication and helping both parties work towards a successful outcome. While price is often a key consideration, other factors can also influence negotiations and the overall strength of an offer.

Our objective is to help buyers secure a property on terms that are both realistic and aligned with their goals.

Effective negotiation can play an important role in achieving a successful purchase.



06 BOND APPROVAL AND FINANCE

Once an offer has been accepted, securing finance becomes a priority.

If you have already obtained a pre-approval through LEAP Home Loans, much of the groundwork has already been completed. This often helps streamline the finance process and can reduce delays once the transaction is underway.

Our team remains available to assist buyers throughout the finance approval process and provide guidance where required. We understand that financing can sometimes feel complex, particularly for first-time buyers, and we aim to make the process as straightforward as possible.

Obtaining finance approval is an important milestone that brings buyers one step closer to ownership.

07 THE PROPERTY TRANSFER PROCESS

After finance approval has been secured, the transaction moves into the transfer stage.

The transfer process involves a number of parties, including attorneys, banks, municipal departments, and the seller. Various documents, certificates, and administrative procedures must be completed before ownership can legally transfer.

Many buyers are surprised by how much happens behind the scenes during this period. We remain available throughout the process to provide updates, answer questions, and help buyers understand what to expect at each stage.

Our goal is to ensure you remain informed while your transaction progresses towards registration.



08

TAKING OWNERSHIP OF YOUR NEW HOME

The final stage of the process is registration, where ownership of the property is officially transferred into your name.

Reaching this milestone is the culmination of many important steps, from obtaining pre-approval and finding the right property to negotiating an agreement and completing the transfer process.

Whether this is your first property or your fifth, our goal is to make the experience as clear, informed, and rewarding as possible.

We are proud to assist buyers throughout the journey and celebrate this important achievement alongside our clients.



Leanda Prinsloo



INVITATION

If you are considering purchasing a property, understanding your affordability is often the best place to start. Our team is here to help you take that first step.

There is no obligation. Just a conversation focused on your goals and next steps.

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